

## **ATTACHMENT B** **BPA DISCOUNT SCHEDULE**

### **Software Products (SIN 132-33)**

Software license purchases under SIN 132-33 are subject to discounting according to (a) volume per transaction and (b) accumulated purchases as described below.

(a) **Transaction Discount.** Discounts above the current GSA Contract discounts are available under this BPA for List Price volume purchases under SIN 132-33 according to the following table. The discounts in the table below are based on the current GSA Contract discount, and are valid as long as the current GSA Contract discount remains in effect. The table is subject to revision should the GSA Contract be modified to amend such discount.

(1) TRANSACTION DISCOUNT SCHEDULE FOR STANDARD LICENSES			
Price Revenue Scale (List Price per Transaction)	Current GSA Discount	BPA Discount	Total BPA Discount
\$400 to \$649,999	20%	3%	23%
\$650,000 to \$749,999	30%	3%	33%
\$750,000 to \$999,999	30%	5%	35%
\$1,000,000 to \$2,249,999	35%	6%	41%
\$2,250,000 to \$4,799,999	40%	6%	46%
\$4,800,000 to \$9,399,999	46%	7%	53%
\$9,400,000 to \$16,799,999	53%	7%	60%
\$16,800,000 to \$28,799,999	61%	7%	68%
\$28,800,000 to \$199,999,999	70%	7%	77%
\$200,000,000 to \$999,999,999	70%	8%	78%
\$1,000,000,000 and Above	70%	9%	79%

(2) TRANSACTION DISCOUNT SCHEDULE FOR DoD USER LICENSES				
Price Revenue Scale (List Price per Transaction)	DoD User Discount (applied to total User list price)	Current GSA Discount (applied to discounted User price)	BPA Discount (applied to discounted User price)	Total BPA Discount (applied to discounted User price)
\$400 to \$649,999	12.29%	20%	3%	23%
\$650,000 to \$749,999	12.29%	30%	3%	33%
\$750,000 to \$999,999	12.29%	30%	5%	35%
\$1,000,000 to \$2,249,999	12.29%	35%	6%	41%
\$2,250,000 to \$4,799,999	12.29%	40%	6%	46%
\$4,800,000 to \$9,399,999	12.29%	46%	7%	53%
\$9,400,000 to \$16,799,999	12.29%	53%	7%	60%
\$16,800,000 to \$28,799,999	12.29%	61%	7%	68%
\$28,800,000 to \$199,999,999	12.29%	70%	7%	77%
\$200,000,000 to \$999,999,999	12.29%	70%	8%	78%
\$1,000,000,000 and Above	12.29%	70%	9%	79%

(b) **Accumulation Discount.** In addition to the discounts in (a) above, additional discounts based on accumulated purchases under SIN 132-33 are available according to the following table. The Net Price License Fees of all BPA license transactions shall be accumulated for a two-year period as described in Attachment A, Section 1.1.1.2. The accumulation discount shall be applied to the List Price License Fee or DoD User License fee to compute the discounted Net License Fee for the license transaction.

(b) ACCUMULATION DISCOUNT SCHEDULE	
Cumulative Net Price License Fees	Accumulation Discount
\$500,000 to \$5,000,000	3%
\$5,000,001 to \$10,000,000	5%
\$10,000,001 to \$20,000,000	7%
\$20,000,001 to \$35,000,000	8%
\$35,000,001 and Above	10%

#### Installation and Implementation Technical Support (SIN 132-33)

BPA Orders for support under SIN 132-33 are discountable according to the following table.

Committed Order Amount	Discount from GSA Contract Rates	Requirement for Discount
No committed amount	5% discount	No requirement
USD 7,000,000	7% discount	Requires a contractual commitment to purchase the required order amount
USD 10,000,000	10% discount	Requires a contractual commitment to purchase the required order amount

#### Software Maintenance (SIN 132-34)

Aggregate Total Order Amount (in USD)	BPA Discount Schedule	
	Standard GSA Maintenance Base	BPA Maintenance Base
All Orders	Net License Fee after Volume Discount and GSA Discount	Net License Fee after Transaction Discount, and BPA Accumulation Discount

#### SAP Training Services (SIN 132-50)

Standard GSA Contract rates apply to this item.